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COVER: Craig Westbrook, BMW North America; Ray Fitzgerald, WWL, Atlantic Region; Ludwig Willisch, BMW of North America; and James J. White, MPA, at the opening of the BMW Group's new Vehicle Distribution Center. Photography by Bill McAllen.



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The latest news about the Port of Baltimore can be found on Twitter. Users should go online to twitter.com/portofbalt.



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Programs to Protect Bay's Health are a High Priority

Together with the Maryland Port Administration (MPA), we continue to make significant progress in our efforts to protect local waterways and restore the health of the Chesapeake Bay. From using dredged material to create wetlands that serve as educational outreach opportunities and wildlife sanctuaries, to replacing older trucks with more efficient vehicles that meet or exceed emission standards, the Port of Baltimore is determined to restore and protect our environment.

As a result of these efforts, the Port of Baltimore is now receiving national recognition through successful recertification of its Environmental Management System from the International Organization for Standardization (ISO) 14001. The ISO 14001 certification standards are among the most challenging in the environmental industry. Out of 360 U.S. ports, less than 10 are ISO 14001 certified. Through these standards, the MPA has successfully mitigated environmental impacts at the Port while improving environmental performance and expanding environmental programs. These environmental benefits will soon extend beyond the Port's marine terminals when the MPA's headquarters in the

World Trade Center start using a geothermal system to cool the building with water from the Inner Harbor.

Recently, the MPA was also recognized by the Chesapeake Stormwater Network for its work in enhancing the water quality of the Patapsco River. In a competition with several other stormwater organizations, the MPA won first place for an innovative initiative that filters water from the Patapsco River, which restores the health of the river and the Chesapeake Bay.

While the Port of Baltimore is first and foremost known as one of Maryland's leading economic generators, it can now proudly boast itself as a nationally recognized U.S. port for forward-thinking environmental programs. Together, we can make the tough choices and smart investments to ensure that the Chesapeake Bay remains a healthy and valuable resource for our State for generations to come.



Martin O'Malley, Governor

EXECUTIVE VIEW

Commission's Support and New Berth Strengthen Port's Position

Last month, the Maryland Port Administration (MPA) celebrated the 300th meeting of our very own Maryland Port Commission (MPC). For years, the MPC has been an integral part of the long-term strategy and mission of the MPA. We have been very fortunate over the years to have had some wonderfully successful and talented individuals appointed to the MPC from many different walks of life. In their own way, they have all helped the MPA remain competitive in our industry, grow business at the public terminals and generate good-paying, blue-collar jobs. Their hands-on involvement in the Port of Baltimore has been critical to our success.

The same day that we honored the MPC, we recognized another achievement — the opening of a new auto berth at our Fairfield Marine Terminal. The new berth replaces an old auto berth that has been in operation for more than 50 years.

Under the leadership of Governor O'Malley and Lt. Governor Brown, we have continued to make the necessary infrastructure and facility investments that the Port of Baltimore needs to remain competitive and generate jobs.

The new berth, at 1,175 feet in length, is nearly 300 feet longer than the old berth. It can support 1,000 pounds per square foot compared to only 100 pounds per square foot for the old berth. The new berth will also be equipped to handle rail transport.

Last year, a record of more than 751,000 cars crossed the piers at the Port of Baltimore, the most among any U.S. port. This year, we are trending to surpass that mark. The Port's auto business, however, means more to us than just setting records. More importantly, it helps to generate approximately 1,100 direct jobs at the Port.

We are confident that the new auto berth will keep us competitive, enhance our presence in the automotive industry and strengthen our position as one of Maryland's leading economic generators.



James J. White, Executive Director
Maryland Port Administration

SOUNDINGS

The happenings in and around the Port > > > > > > > >



PHOTOGRAPHY BY BILL MCALLEN

Co-chairman of the Congressional Port Security Caucus, U.S. Rep. C.A. Dutch Ruppersberger, left, spoke in Baltimore at an annual seminar and expo sponsored by the American Association of Port Authorities.

SECURITY

Seminar Shines Spotlight on 'Potential Threats'

U.S. Rep. C.A. Dutch Ruppersberger recently reminded security personnel from ports around the nation that they must remain vigilant against terrorism.

The Maryland lawmaker delivered that message at the annual Port Security Seminar and Expo hosted by the American Association of Port Authorities in July.

Attendees at the Sheraton Inner Harbor in downtown Baltimore indicated that this was the most productive seminar in years due to the high level of speakers representing the U.S. Coast Guard, U.S. Attorney's Office-District of Maryland, U.S. Department of Homeland Security, Congressman Ruppersberger and a sound mix of private industry participation, according to **David A. Espie**, Maryland Port Administration (MPA) Director of

Security. These representatives each discussed liability issues and advances in security technology.

Congressman Ruppersberger lauded port officials for the boost they give to the national economy, even though the public often overlooks their contributions. "The average American has no idea how important the maritime industry and the ports are to the economy and jobs," he said. "We have to do a better job promoting that."

As co-chairman of the Congressional Port Security Caucus since 2005, Congressman Ruppersberger is used to dealing with safety issues in the maritime industry. He said ports must continue to keep up with the latest technology to detect potential threats.

"Nefarious activity can occur in any port," Congressman Ruppersberger said. "We must remain vigilant. Intelligence is the best way to detect potential threats to our ports."

"The Port of Baltimore incorporates the highest level of security technology in the country and continues to expand that element."

*~ David A. Espie,
MPA Director of Security*

For example, terrorists might use ships to try and smuggle small parts of equipment to make weapons, the congressman said.

Another ongoing threat is cyber attacks. Congressman Ruppersberger said other countries are consistently



trying to steal trade secrets from the United States' most successful corporations. He credited the National Security Agency (NSA) for thwarting these illegal operations and also preventing further terrorist attacks on American soil.

Espie said the Port is well-positioned to meet any potential threats.

The Port utilizes sophisticated access control systems, closed circuit television (CCTV) with nighttime vision capability and a sonar system. In addition, the MPA was just awarded \$750,000 in federal port security grant monies by the Federal Emergency Management Agency to employ a CCTV video analytics system — only three other U.S. ports have such a system — and to conduct a cyber vulnerability assessment of its access control and CCTV systems.

"The Port of Baltimore incorporates the highest level of security technology in the country and continues to expand that element," Espie said.

Another important message delivered at the expo is that funding is available to help ports better handle these terrorist threats.

Duane Davis, Section Chief-Port Security Grant Program for the U.S. Department of Homeland Security, said his office received about 536 applications this year from ports around the nation for grant money to better equip their staff. Of those applications, 460 were completed correctly with all of the necessary information and were reviewed. His office then recommended 320 applications for funding worth a total of \$100 million.

"That funding level will stay about the same in 2015," Davis said. "Things are looking positive for the program. We are not going away." 🌐

OUTREACH

Seafarers' Center Facilitates Family Reunions

For seafarers who must leave their families behind for eight months or more, opportunities to see relatives are precious. Many crewmembers, especially from the Philippines or India, have family members living or working legally in the Baltimore-Washington area. But security rules prevent relatives from entering the terminal or seafarers getting from the vessel to the terminal gate without an escort holding a Transportation Worker Identification Credential.

During one three-month period this summer, **Baltimore International Seafarers' Center** chaplains and volunteers facilitated 15 reunions.

The Seafarers' Center is an inter-faith ministry committed to serving the personal and spiritual needs of commercial ship crews while docked at the Port of Baltimore.

Although ships' agents encourage all involved to plan in advance, some seafarers and their relatives are still surprised by the complexity of port security rules. On one occasion, volunteer **Bob Garske** took a call from a crewmember requesting immediate escort to the Dundalk Marine Terminal front gate, where the crewmember reunited with an aunt whom he hadn't seen since infancy. And much to

Garske's surprise, he encountered on the same vessel a second crewmember with an aunt of his own waiting at the gate. Two months later, Garske returned a seafarer to his vessel after visiting with an uncle he hadn't seen in 30 years.

On other occasions during travels to the terminals of Dundalk, Canton, Locust Point, Fairfield and Curtis Bay, the Seafarers' Center has facilitated reunions between long-separated siblings, grown children and parents, and even husbands and wives. 🌐



Romulo Acle, left, a Filipino crew member of the M/V Tulane, with Baltimore International Seafarers' Center volunteer Allene Taylor and Acle's cousin, local resident Sam Jamero. This was the third time the center had helped the cousins reunite.

EVENTS

A Steamy Seafood Situation

Always a hot ticket, the annual **Traffic Club of Baltimore Crab Feast** took place in July at Kurtz's Beach in Pasadena. Proceeds helped to support the Traffic Club's charitable efforts and scholarship program. 🌐



NEWSMAKERS

Port Commissioners' Panama Trip Celebrates Past and Future

Two Maryland Port Commissioners recently represented the Port of Baltimore during a Panama Canal Centennial Celebration that occurred while the canal is being expanded to accommodate larger vessels.

"It was important for the Port of Baltimore to be present at this historic occasion to reinforce our competitive position," said Port Commissioner **Peta N. Richkus**. "More than 11 million tons of the Port's international cargo flow through the Panama Canal; with our 50-foot-deep container berth at Seagirt Marine Terminal and four super-post-Panamax cranes to complement our 50-foot channel, the Port of Baltimore is one of only two East Coast ports ready today to

handle the largest ships that the current Panama Canal expansion will permit."

Commissioners Richkus and **Donté L. Hickman, D.Min. (Doctor of Ministry)**, accepted the invitation of the Panama Canal Authority to attend the Centennial Celebration on behalf of Maryland Port Administration (MPA) Executive Director **James J. White**. The event marked the official opening of the approximately 50-mile-long trans-isthmus canal on August 15, 1914.

"I was astounded by the history, vision and expansion of the Panama Canal," Commissioner Hickman said. "I went to learn more about international port operations, especially since most of our Asian and Australian import and export comes through the Panama Canal. I think it's important that those companies that we do business with can quantify our interest and diversity even at the commission level, as well as making sure that we are doing everything we can

at the Maryland Port to be ready and competitive for the growth that is being produced by the Panama Canal."

The expansion project is slated to wrap up in December 2015. At that time, the canal will be able to handle vessels carrying up to 13,000 TEUs (20-foot equivalent units) as compared to the current 5,000 TEUs, and will incorporate a new lane of traffic alongside the



Commissioner Donté L. Hickman was "astounded by the history, vision and expansion" of the canal.

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Commissioner Peta N. Richkus was able to "reinforce some of the Port of Baltimore's key selling points."

current canal via a third set of locks.

During the August event, Commissioner Richkus offered greetings and congratulations to Panama Canal Authority Chief Executive Officer **Jorge L. Quijano**, Deputy Administrator **Manuel E. Benítez** and members of their staff, as well as the Canal Authority's Advisory Board. "It was a wonderful opportunity to reinforce some of the Port of Baltimore's key selling points," she said. "Through a public-private partnership with Ports America Chesapeake, the Port of Baltimore is

competitively positioned to service the supersized ships increasingly in use by the maritime industry. I was also able to talk up our readiness, in advance of the majority of other East Coast ports, for the expanded Panama Canal and the bigger ships that will use the new locks."

Canal traffic sails to and from more than 1,700 ports worldwide, but the Port of Baltimore is among only a few that have executed a Memorandum of Understanding (MOU) with the Canal Authority, designed to spark new business opportunities. "Both organizations remain committed to reaping the full benefits of an expanded canal for our customers and our citizens," Commissioner Richkus said.

The American-built waterway remained the United States' responsibility until 1999, at which time control was transferred to Panama. The canal has since been key to Panama's emergence as a modern financial and

commercial center serving all of Central and South America.

"The Panamanians have transformed the canal from a government agency to an invaluable economic development engine that is sustainable and competitive," noted Commissioner Hickman, who is excited about what lies ahead. "I can hardly wait to attend the completion of the expansion," he said. 🌐







Photo: Kathy Smith

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SHIPPING

New Nordana Vessels Deliver Larger Cargo Capacity

The dawn of the "W" Service means big things for Nordana, a premier multipurpose roll-on/roll-off (ro/ro) liner carrier servicing the Mediterranean since 1957.

In July, the Port of Baltimore got its first glimpse of the new M/V *Wedellsborg*, directly out of the shipyard in Italy. This vessel was followed by another replacement vessel, the M/V *Williamsborg*, which arrived in early September.

These vessels display exceptional versatility by being able to transport containers, yachts, project cargo, break-bulk cargo, and of course any type of rolling equipment. They boast 2,600 lane meters of cargo space — 35 percent greater capacity than the "S" Service vessels that these ships replaced. They even have premium "under cover" space on the top deck.

A third "W" Service vessel is scheduled to arrive in January.



PHOTOGRAPHY BY BILL MCALLEN

"We're looking forward to good things with the 'W' Service," said **Ron L. Jackson**, Nordana USA Vice President, Commercial. "We're very excited about receiving our second generation of ro/ro vessels that will enable us to continue to offer our clients the highest level of performance and maintain our tradition as a premier ro/ro project carrier servicing all key markets in the Mediterranean."

Markets include Oran, Algeria; Alexandria, Egypt; Beirut, Lebanon; Mersin and Izmir, Turkey; Genoa and Livorno, Italy; Misurata, Libya; and Sagunto and Tarragona in Spain.

The *Wedellsborg's* maiden voyage resulted in one of the



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best cargo performances for Nordana service out of Baltimore — a "very encouraging sign," Jackson said.

"Nordana is, and has been for many years, a great partner for the Port of Baltimore, and we are extremely happy to see them roll out their new fleet," said **Richard Powers**, Maryland Port Administration (MPA) Director, Trade Development. "Replacing your fleet of ships is an extremely expensive proposition, but it says a lot about the company's position in the marketplace and their vision of the future when you make this size of investment."

Fixed ramps serve each of the 21-foot-high decks on the new vessels, and the stern ramp has a capacity of 200 tons. Two cranes on the *Wedellsborg* are combinable to lift 80 tons. A variety of specialized equipment is available, such as 20ft./40ft./60ft. mafi trailers that will be offered in addition to Nordana's container stock of 20ft./40ft. dry containers, high-cube containers, open tops and flat racks.

In addition to cargo-capacity advantages, the "W" Service vessels are much more fuel-efficient than those that have been replaced, Jackson noted.

As Powers put it, "Their new ships have bigger capacity and are more environmentally friendly — a winning combination in today's marketplace." 🌐



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NEWSMAKERS

Opportunity to See Working Port on TV

Tune in to WBAL-TV on November 16 at noon and you'll see a special hour-long program all about "**Baltimore – Port of Opportunity.**"

Featuring "stories from behind the scenes at the working Port of Baltimore," the program is being presented by the Baltimore Port Alliance along with a host of sponsors, including the Maryland Port Administration, PNC Bank, Anne Arundel Community College, MTC Logistics, the Propeller Club of Baltimore, the Southeast Maritime and Transportation Center (SMART), and several other businesses and organizations. Video production was completed by The Wicklein Group.

Learn more by going online to www.facebook.com/PortofOpportunity. 🌐



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BY THE NUMBERS

A Spectacular Celebration for Baltimore and America

Star-Spangled Spectacular, a weeklong celebration of the bicentennial of our National Anthem, took place in September at locations in and around Baltimore, including parts of the Port. Elected officials in attendance for some of the festivities included President Barack Obama, Vice President Joe Biden, Maryland Governor Martin O'Malley (pictured above), members of Maryland's Congressional Delegation and Baltimore Mayor Stephanie Rawlings-Blake.

Governor O'Malley called the defense of Baltimore's Fort McHenry during the War of 1812 a "story of courage, resilience and inter-dependence [that] still resonates today."

During the Battle for Baltimore, which occurred in September 1814, British forces were prevented from entering the city. This resulted in a tremendous morale boost for American troops in the waning weeks of the war. 🌐



LEFT: COURTESY OF EXECUTIVE OFFICE OF THE GOVERNOR / JAY BAKER



STAFF SGT. NANCY SPICER, 28TH MOBILE PUBLIC AFFAIRS DETACHMENT

Approximate NUMBER OF MARYLAND NATIONAL GUARD MEMBERS and service members from other units and branches who participated on Sept. 11 in the six-mile-long "March of the Defenders," retracing the route taken by Baltimore's defenders attempting to slow the British advance. Ports America Chesapeake provided sponsorship for the march.

4,300
NUMBER OF HOURS spent by 40 pyrotechnicians over a nine-day period setting up a record-breaking fireworks display for the Spectacular.

4
SOLDIERS KILLED inside Fort McHenry during the British navy's 25-hour bombardment. Also, the number of verses for "The Star-Spangled Banner."



KATHY BERGREN SMITH

Conservative estimate of the **NUMBER OF VISITORS** who came to Baltimore for Star-Spangled Spectacular events.



30
Approximate NUMBER OF NAVAL VESSELS, TALL SHIPS AND OTHER VESSELS that arrived from such countries as Canada, Norway, Germany and Spain to participate in Star-Spangled Spectacular activities. The naval vessels were berthed at the Port of Baltimore's North Locust Point Terminal.

200
YEARS since Maryland attorney Francis Scott Key was inspired by America's defense of Fort McHenry to write "The Star-Spangled Banner."



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BY TODD KARPOVICH

GreenPort

Environmental Stewardship at the Port of Baltimore >>>



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'Real Estate for Microbes' Cleanses Water

Floating Wetland Between Terminals Filters Pollutants

In its continuing effort to curb pollution and serve as a steward for the local waterways, the Maryland Port Administration (MPA) recently installed a floating treatment wetland (FTW) in Baltimore Harbor between its Dundalk and Seagirt Marine Terminals.

An FTW is an ecosystem made from recycled materials that filter pollutants from the water while providing a habitat for fish, waterfowl and organisms that form the base of the aquatic food chain. The MPA worked with KCI Technologies Inc. and BlueWing Environmental to launch the FTW, which is comprised of native vegetation planted among four layered mats of a non-toxic, recycled plastic.

"We have limited opportunities for conventional stormwater management at our terminal sites, so we are aggressively and actively looking at emerging technologies," said MPA Environmental Manager **Bill Richardson**.

Although the plant life takes up nutrients from the water to support its

said **Ted Gattino**, managing partner at BlueWing. "Our FTWs have 198 square feet of available surface area per cubic foot of island for colonization, making our wetlands 800 percent more efficient than plant-based practices."

Of the 1,600 acres that constitute the MPA's 10 facilities, more than 75 percent are impervious, including expanses of pavement needed for vehicle and cargo shipments. The MPA is working with its consultant, KCI, to assess its existing facilities, evaluate conventional and innovative treatment systems and develop a facility-wide water quality management plan.

"We're looking for treatments that capitalize on our unique access to waterfront shoreline, with plans to upscale them once they are recognized by regulatory organizations," Richardson said.

FTWs were also installed last year in a stormwater management pond at Masonville Marine Terminal with help

An FTW is an ecosystem made from recycled materials that filter pollutants from the water while providing a habitat for fish, waterfowl and organisms that form the base of the aquatic food chain.

growth, the bulk of pollutant removal takes place through naturally occurring bacteria and microbial life that attach to the roots and plastic to create a biofilm.

"We have a concentrated wetland that is basically real estate for microbes that cleanse the water by ingesting nutrients,"

from the Living Classrooms Foundation.

"For the Port, the wetland serves multiple purposes beyond its primary function as a water-quality filter by also supporting habitat, shoreline buffering, aesthetic and awareness objectives," said KCI Project Manager **William Frost**. 🌐

MPA Lauded for Environmental Initiatives

The Maryland Port Administration (MPA) was recognized twice in September by prominent industry groups for being at the forefront of implementing effective environmental initiatives.

The MPA received a successful recertification audit of its Environmental Management System from the International Organization for Standardization (ISO) 14001. In addition, the MPA took first place in the "Innovative Best Management Practices (BMP)" category and third place in the overall contest to determine the winner of the "Best Urban BMP in the Bay Award," also known as the BUBBA.

"With their strong connection to the Chesapeake Bay and other vital Maryland waterways, the Port of Baltimore plays a key role in our commitment to create a healthier, more sustainable Maryland," said **Gov. Martin O'Malley**. "I congratulate the hard-working men and women at the Port Administration for receiving this recognition and thank them for their ongoing efforts to protect and preserve the environment."

The ISO 14001 certification standards are among the most challenging in the environmental industry. Out of 360 U.S. seaports, less than 10 are ISO 14001 certified.

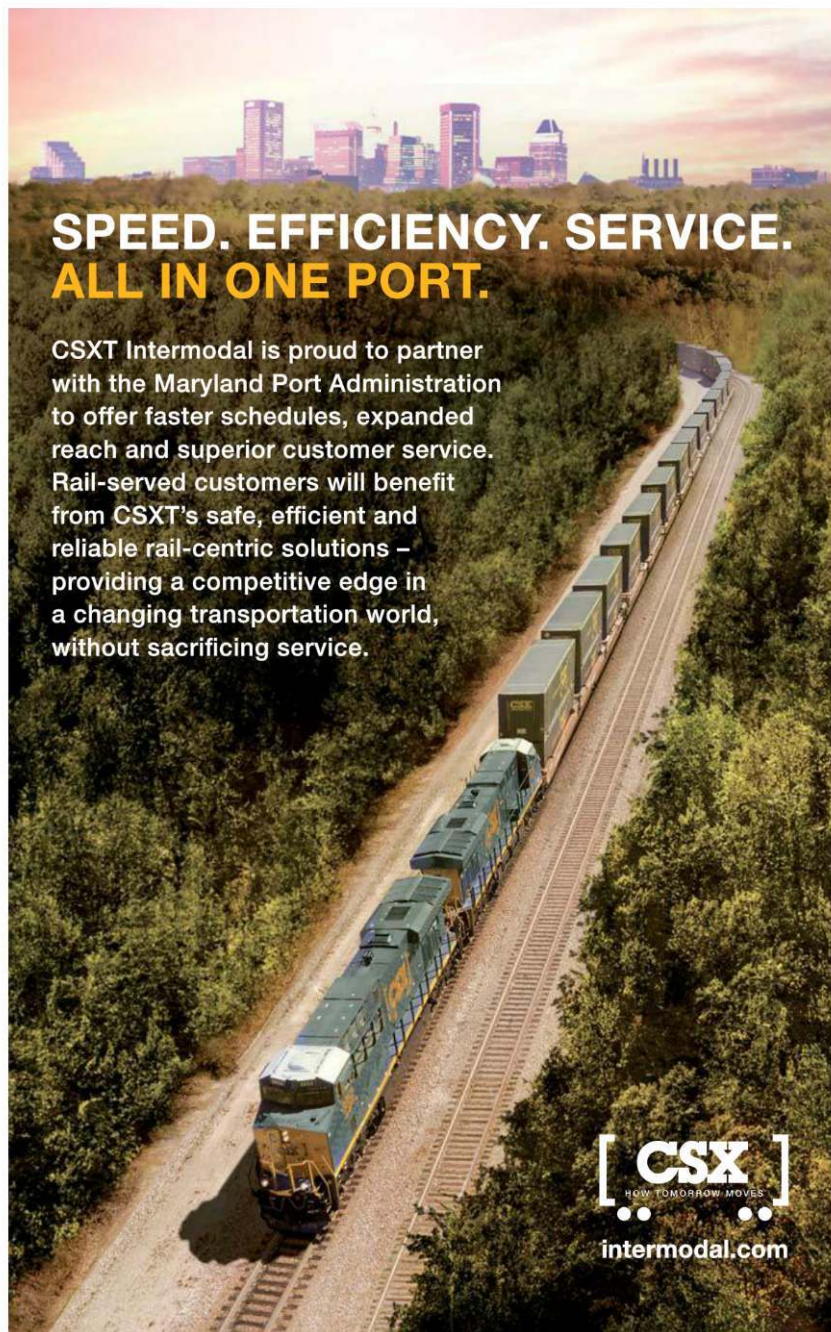
The accreditation is beneficial to an organization as it increases efficiencies in the usage of raw materials and energy, reduces waste and cost and complies with environmental regulations. The certification status is good for three years.

The Chesapeake Stormwater Network, an organization that consists of 6,000 stormwater professionals, uses the BUBBA program to recognize the best urban BMPs that have been installed in the Chesapeake Bay watershed area, which includes Washington, D.C., parts of Maryland and five other states.

At the Dundalk Marine Terminal, the MPA is utilizing a land-based, controlled algae environment through which water flows to remove excessive nutrients. 🌐

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BPA Joins Community to Clean Up Historical Bear Creek

The Baltimore Port Alliance (BPA) partnered with the **Clean Bread & Cheese Creek organization**, Eastfield Stanbrook Civic Association, and Gray Manor and Northshire Community Association for a community cleanup event in early September at Bear Creek Park in Dundalk.

Volunteers helped clean up the shoreline of Bear Creek and Charlesmont Park in time for the 200th anniversary of the Battle of North Point. Both British and American forces set up defensive positions at the location prior to the Battle for Baltimore, which was an American victory and inspired Francis Scott Key to write "The Star-Spangled Banner."

Charlesmont Park hosted veterans of the War of 1812 as they celebrated Defender's Day for more than 75 years. 🌐

From left, John Shkor, Robert Roosevelt and Thomas Lamm of Vane Brothers with community volunteer Sue Venter.



KATHY BERGREN SMITH



PHOTOGRAPHY BY CAPTAIN WILLIAM BOND AMP

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MOL Vessel Gets Energy Upgrade

A new Mitsui O.S.K. Lines, Ltd. (MOL) vessel incorporates a state-of-the-art heat energy recovery system that could help reduce fuel consumption by 5 percent.


MOL uses the Port of Baltimore for services to Northern Europe and Russia, West Africa/South Africa and Asia. The company conducted offshore testing to confirm the fuel reduction.

The new vessel, delivered in June, is just part of MOL's overall strategy to advance the development of waste heat energy recovery systems. Wasted heat energy from the main engine is recovered and used to generate electricity with a hybrid supercharger and turbo generator.


The electricity generated not only meets onboard power demands but also assists the ship's propulsion via the shaft motor fitted to the crankshaft of the main



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engine. This reduces fuel consumption of both the power generator and the main engine, which contributes to a reduction in CO₂ emissions as well. 











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Adapting to Greater Auto DEMAND



Inaugural Import/ Export North America Conference Brings Baltimore Into Headlights

BY TODD KARPOVICH

The Port of Baltimore ranks number one nationally in the import/export of automobiles, so it was a fitting choice to serve as the site of an inaugural conference to discuss changes in the marketplace.

"If you're going to have an event on imports and exports in North America, then the Port of Baltimore is not a bad place to be for your first one," said Louis Yiakoumi, chairman of the Import Export North America conference and publisher of Automotive Logistics Group.

A major theme at the event, held August 13 at the Cruise Maryland passenger terminal, was how the number of manufactured automobiles is expected to increase exponentially over the next few years. As a result, speakers at the conference agreed that the Port of Baltimore and others around the nation should be ready with increased capacity to meet the extra demand.

James J. White, Maryland Port Administration (MPA) Executive Director, said that Baltimore is fully prepared to meet the rising demand. The Port has already invested more than \$100 million into its terminals to make them more efficient and continues to spearhead further development.

The Port is the closest among its East Coast competitors to the Midwest, which provides advantages for rail. It handled 749,100 cars and trucks in 2013, up from 652,000 the prior year, thanks to new contracts with auto manufacturers.

"We are very proud of what we created over the years," White said. "The future looks brighter. I think we have set up a very competitive environment to operate in."

The National Picture

Paul Jaenichen, Maritime Administrator for the U.S. Department of Transportation, said the auto industry was hampered by the recession in 2009, but is on the upswing. Since 2003, overall



Overall volume of vehicles transported by sea **up 56%.**



U.S. Population expected to expand by **80 MILLION** people by 2050.



"MILES MEAN MONEY"

The Port of Baltimore is **150 miles** farther inland than any other East Coast port.

volume of vehicles transported by sea has grown by 56 percent from 13.4 million to 20.9 million in 2012.

Federal projections show these numbers will continue to grow. Jaenichen said the U.S. population will expand by about 80 million people by 2050, which should also mean a 50 percent increase in international trade.

"There is going to be growing traffic and demand both inside and outside the gates of U.S. ports," Jaenichen said. "So, we've got some work to do ... to make sure our port capacity is maintained and is adequate for what we think is coming in the future."

The Department of Transportation has several programs to help ports meet the increasing demand. These include:

➤ **Strong Ports** — This program provides expertise on port financing and port infrastructure, and assists major ports in their recent redevelopment plans.

➤ **Port Talk** — A one-day interactive session designed to support individual state departments of transportation, metropolitan planning organizations, ports and other stakeholders to incorporate maritime transportation into their transportation plan and programs.

➤ **Port Conveyance Program** — This platform conveys excess federal property for the purposes of port development, port expansion and operation of port facilities.

Federal TIGER (Transportation Investment Generating Economic Recovery) grants have also helped ports boost their infrastructure. The MPA was awarded a \$10 million TIGER grant from the U.S. Department of Transportation in 2013 to expand storage at Fairfield Marine Terminal and widen the access channel to Seagirt Marine Terminal.

Brandon Mason, senior analyst for PricewaterhouseCoopers' Autofacts team, agreed with Jaenichen that there will be considerable growth in the auto industry. Much of the increase — an estimated 83



Conference attendees heard from U.S. Maritime Administrator Paul Jaenichen, bottom left, and interacted with industry professionals such as Bruce Arlinghaus of EurBeacon European Business Consulting, bottom right with microphone. Arlinghaus is seated beside Steven Rand of Rand Maritime Group.



percent of growth between 2014 and 2020 — will come in emerging markets.

"It's a pretty astounding number," Mason said. "So, we don't see the industry slowing down any time soon."

Light vehicle assembly is forecasted to hit 85.7 million units in 2014, a 3.8 percent increase from 2013, according to PricewaterhouseCoopers. Autofacts is forecasting a 4.1 percent compound annual growth rate from 2014 to 2020.

Responding at the Port

Bill Kerrigan, AIAG's Program Manager for Finished Vehicle Logistics, previously worked with various firms at the Port of Baltimore while with Delta Lines in the 1980s and 1990s. He said the area was an appropriate spot to learn about facilitating logistics chains.

"I have a lot of history here," said Kerrigan, who noted that the Port has been very successful at making sure everyone involved with the import and export of automobiles is effectively connected. "It was a great place to learn the business. And it continues to be that way today."

Christine Krathwohl, Managing Director of the Strategic Advisory Board for Jack Cooper Holdings, called growth in the industry a "new normal." As a result, companies are going to have to find a way to adapt and respond to a "capacity crisis."

"There is a perfect storm hitting us with record sales; extreme weather, including the 'polar vortex' we experienced last winter that is forecasted to return; and legislation that impacts trucking," Krathwohl said. "It's not just one thing that has created this capacity crisis here in North America. We have record sales, and a four percent annual growth rate is fantastic for all of us. But how do we move those vehicles and sell them to the customer?"

Regulations have limited the number of vehicles that can be hauled, which can lead to more congestion and environmental issues. As a result, there is a need for more capacity at the ports.

Richard Powers, Marketing Director for the MPA, said the Port of Baltimore is positioned to meet those challenges. "We

consider ourselves the premier auto port on the East Coast," Powers said.

The Port likes to use the phrase "Miles Means Money" to illustrate its strategically important mid-Atlantic location. The Port is 150 miles farther inland than any other East Coast port, which means it is closer to consumers and production facilities.

"Our location is a very big selling point for the Port," Powers said. "That's a reason this place was a port 310 years ago. Our location gives us two-thirds of the U.S. population by overnight drive. With the shorter inland transit times, it's a cost advantage to the supply centers. That's what everyone is looking for in the States."

To meet increasing demand, the Port of Baltimore has aggressive dredging programs in place and even uses the material to create more waterfront property. Powers said one result of this activity will

Our location gives us two-thirds of the U.S. population by overnight drive. With the shorter inland transit times, it's a cost advantage to the supply centers. ~ Richard Powers, MPA

be that Cox Creek will eventually become a 250-acre terminal for autos.

The goal is to create an effective environment for each original equipment manufacturer (OEM) to do business at the Port. With options and choices for their business, every roll-on/roll-off (ro/ro) carrier is already represented in Baltimore and there is room to grow, Powers said.

To support collaboration among the different lines of business at the Port, the MPA developed QCHAT (Quality Cargo Handling Action Team), which assesses performance areas, identifies problems and takes corrective action.

Jim Harrington, Port Operations Manager for Jaguar Land Rover, said even though the number of cars that are being shipped will increase, quality must not be compromised. Harrington said that auto processors, such as those at the Port of Baltimore, must have the ability to follow instructions and the drive to

continually improve business processes.

"Ports should have adequate ocean service," Harrington said. "By that, we mean preferably there are multiple ocean carriers calling to port. The port entity that has multiple port processors is likely to have more OEMs interested in what they have to offer."

Another key is having vehicles as close to the discharge berth as possible to cut down on mileage, driving time and the potential for damage.

Jim Goldsmith, Vehicle Processing and Distribution Department Head for BMW, said his company has a motto: "We don't push metal." This means the purpose is to deliver a quality vehicle. As a result, BMW does a very detailed examination of vehicles when they arrive. "We're here to deliver a quality product," Goldsmith said. "That's what our goal is."

While the conference presented useful information about the state of the industry, it also provided an opportunity for many of the attendees to connect.

"I'm here to see some old friends and meet some new ones," said Bill Schroeder, General Manager of the Atlanta-based Auto Haulers Association of America. "This is a good opportunity for networking. I also love hearing about the economy. We had some bad times from 2008 to 2011. Now, we have to worry about balance sheets and are companies growing too quickly."

Ernest M. Dandridge Jr., owner of Ernest Dandridge Carrier Design Services in McLean, Va., an independent equipment design firm that specializes in hauling equipment, took the opportunity to learn more about the industry.

"I've never been to one of these conferences before," Dandridge said. "I wanted to get some insight into the auto logistics market." 🌐

LOADING TIME



In the small hours of an August Monday morning, the NYK ship *Heritage Leader* made its way to Berth 2 at Dundalk Marine Terminal. For the next 36 hours, a precisely planned drama unfolded that featured the discharge of some 1,500 cars, trucks and roll-on/roll-off (ro/ro) equipment and the loading of 800 more units.

Every vessel call is a high-stakes logistical operation that relies upon the close coordination of the steamship line, the stevedores and longshoremen. Here at the Port

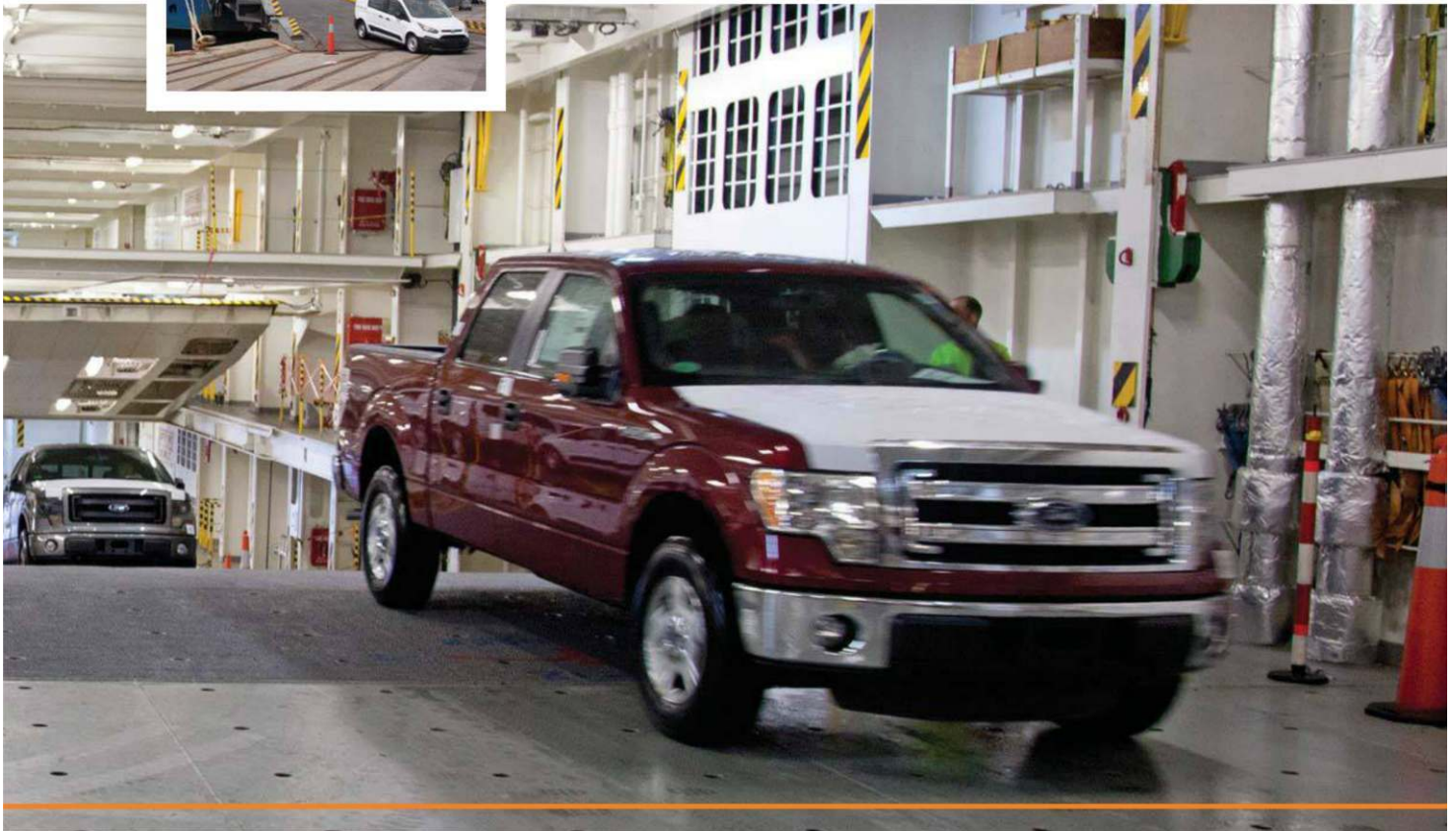
of Baltimore, a strong working relationship between these three has contributed to the Port's stunning success in recent years. Baltimore was the top auto port in the United States in 2013 when it handled a record 749,100 autos at the public and private terminals – highest among all U.S. ports. It also maintained its number-one U.S. market share in the ro/ro cargo sector.

On Monday morning at 8 o'clock, this particular discharge got underway. Drivers boarded vans and rode up ramps to the decks of the ship, which was crammed



As NYK and Ceres Demonstrate, 'Space is Money' During the Intricate Choreography of a Vessel Call

STORY & PHOTOGRAPHY BY KATHY BERGREN SMITH



with cars and trucks. The blocks of vehicles meant to come off in Baltimore were marked on Clint Maguire's discharge sheet. It is Maguire's responsibility as a vessel superintendent with Ceres, NYK Line's stevedore, to keep the traffic flowing smoothly off the ship and resolve issues as they arise.

"It is hectic, but I enjoy it," said Maguire. "I like being part of something bigger, and you can't get much bigger than the global port rotation of a ship."

As the morning progressed and long lines of new

cars were driven to their parking spot on the terminal, the radios crackled with constant updates from the labor foremen on the decks. There were calls for "hot shots" to jump vehicles whose batteries had died, and "lock out" when a driver found a car locked.

"This is one giant machine, and communication is the grease that keeps it running," said NYK Port Captain Scott Senko, a rangy marathon runner with a keen eye for detail. He and his colleague, Ray Harmer, have two ships in today at NYK Line's busiest U.S. port. >>>



According to Senko, the port captains' job is all about providing the steamship line's customers with "white glove" treatment, whether the cargo is a brand new luxury car or a used excavator.

Partnering with the Port of Baltimore, the shippers have taken quality to the next level. "The Quality Cargo Handling Action Team [QCHAT] has been a key component in driving our success in the automobile and ro/ro sectors since 1997," said David Thomas, Director of Operations for the Maryland Port Administration (MPA).

QCHAT brings together representatives from the steamship lines, stevedores, labor, manufacturers and customers monthly to assess and address issues related to the handling of cargo. "Since its inception, the program continues to evolve in an effort to stay current and relevant with the changing demands of our customers," Thomas said. "A prime example of this is our new 'Pier Pressure' program that has been developed to engage key ILA [International Longshoremen's Association] members that work the ramps and decks of these massive vessels. To be successful, we have to tap the experience and hands-on knowledge that these members bring to the job everyday. While quality is nice to talk about, unless

you live it, commit to it and constantly look for ways to improve it, you will not be successful."

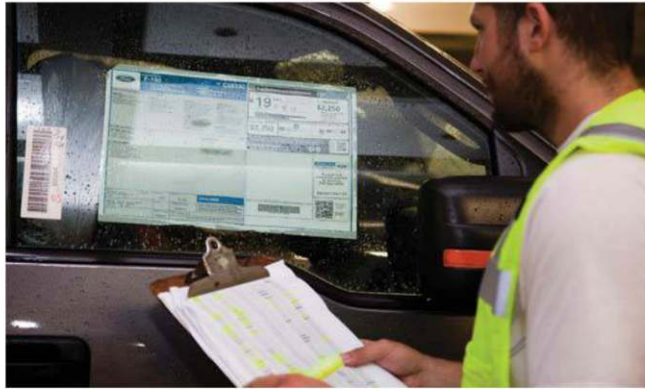
Back on the ship, the lunch then dinner hours came and went, and finally, at midnight the drivers took their last ride of the day and headed home to sleep until starting all over again in the morning.

Tuesday dawned drizzling and cool; by the afternoon, record rainfall would be recorded in the area. But the *Heritage Leader* was set to sail at 1800 hours and some 800 units still needed to be loaded for its voyage. Maguire huddled with Harmer, planning the morning's sequence.

The *Heritage Leader* has flexible decks that can be raised or lowered to accommodate high and heavy cargo. Maguire and Harmer arranged with the ship's crew to raise part of the deck on the main deck to stow a used wheel loader.

"Safety is my top priority, it trumps everything," said Maguire. "We have had trouble with the brakes on these front-end wheel loaders before and I will not risk a driver's safety taking these down the ramp to Deck 3." Instead, the machine will remain on the main deck.

Maguire arranged for two teams of longshoremen, called "gangs," from ILA Local 333 to work the loading. One gang focused on the vehicles and the other on the ro/ro.



On Deck 8, Robert Rykaczewski, a 38-year veteran of the piers, was the foreman for the gang loading vehicles. He pointed out that this was the NYK Chile Express, and the 610 autos being loaded were to be delivered to six different ports.

"First on, last off," he called out as he began directing the pickup trucks bound for San Antonio, Chile – the last stop – to the far reaches of the deck. Rykaczewski pointed out how the trucks needed to be parked as tightly as possible while still leaving room to secure them.

"We have about a fist between mirrors and the distance from your elbow to your fist between bumpers," he said. "Space is money here."

Rykaczewski is an expert at "lashing," the proper way to secure any vehicle on wheels to the deck of a ship. He walked along the lines of trucks making certain that each had the points made fast, noting how a nylon strap's strength is compromised when it is twisted or knotted. He also made certain that no metal hooks touched the new trucks.

Meanwhile, on Deck 7, Rykaczewski's counterpart, David Phillips, was loading cement mixers and fire trucks. His gang was relying upon "spotters" to safely navigate

the large machines in very tight quarters. The drivers did not look anywhere except at the spotter, who used hand signals to direct. The sounds were deafening as chains were slung across the steel deck for lashing and the backup alarms on the trucks reverberated in the hull. The lashers were working quickly just inches from the moving machines, and yet they remained completely focused on their task.

"Every one of these people knows their job, they are professionals," said Phillips. "They trust each other."

As the last fire truck was squeezed in, the gang prepared to move to a new deck just as the auto loaders did the same. Maguire had timed the loading sequence in this way to keep traffic moving. After lunch, the large track-driven equipment would lumber down below decks on thick ropes to protect the decks and give traction.

The loading completed, Senko, Harmer and Maguire went from deck to deck, inspecting the cargo and meeting with the ship's chief officer for final approval. The tugs arrived to assist the *Heritage Leader* out of her berth, the longshoremen clocked out and the curtain came down on the intricate choreography of a vessel call.

Just another day on the terminal. 🌐



BMW Group In America

- BMW of North America, LLC has been present in the United States since 1975.
- The BMW Group in the United States has grown to include marketing, sales and financial service organizations for the BMW brand of motor vehicles, including motorcycles, the MINI brand and the Rolls-Royce brand of Motor Cars, along with various other operations throughout the country.
- BMW Manufacturing Co., LLC in South Carolina is part of BMW Group's global manufacturing network.
- The BMW Group sales organization is represented in the U.S. through networks of 339 BMW passenger car and BMW Sports Activity Vehicle centers, 140 BMW motorcycle retailers, 121 MINI passenger car dealers and 35 Rolls-Royce Motor Car dealers.
- BMW (US) Holding Corp., the BMW Group's sales headquarters for North America, is located in Woodcliff Lake, New Jersey.



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BMW Beaming About New Vehicle Distribution Center

Port Facility Poised to Play 'Critical Role' in Prestigious Automaker's Continued Growth

While BMW automobiles were driven off of the Wallenius Wilhelmsen *Tamesis*, BMW Group's newest Vehicle Distribution Center was officially opened during a dockside celebration on Sept. 18 at the Port of Baltimore's Dundalk Marine Terminal. "For us at BMW, there is nothing more important than the satisfaction of our customers, and this Vehicle Distribution Center will play a critical role in keeping our customers happy with a full supply of new BMW vehicles for them to enjoy," said Ludwig Willisch, President and CEO, BMW of North America.

The new facility serves 96 dealers in

the Central and Eastern regions of BMW's dealer network, enhancing the automaker's position as the largest car processing port on the East Coast. It will import an estimated 166,000 vehicles (BMW & MINI) through 2016. Vehicle inspection, repairs, accessory installation, vehicle programming and vehicle maintenance are being performed there as well.

"This is the front line of our customer service effort, especially for our customers in the central part of the U.S.," said Craig Westbrook, Vice President, Aftersales, BMW of North America. "Our new Baltimore port facility is dedicated to receiving from overseas, rapidly preparing and then quickly delivering new vehicles to



Top: Ludwig Willisch, President and CEO, BMW of North America, spoke in front of the Wallenius Wilhelmsen *Tamesis*.

our customers and dealers."

BMW Group year-to-date sales in the U.S. set a new benchmark, topping 246,000 vehicles in the first eight months of this year.

The new Vehicle Distribution Center, which was fully staffed and operational "on time and on plan" in just 11 weeks, provides room for BMW to further build its processing operation as business continues to grow. And Wallenius Wilhelmsen Logistics (WWL) expects to be in the passenger seat.

"It's a natural evolution that BMW and WWL, longtime partners in ocean transportation, expand their supply chain cooperation into land-based logistics services," said Ray Fitzgerald, President of WWL, Atlantic Region. "Wallenius Wilhelmsen Logistics values its association with BMW and is confident in its ability to provide high-quality vehicle processing and logistics services in support of BMW's long-term growth ambitions in North America."

Acknowledging that the Port of Baltimore is already the nation's No. 1 port for auto imports and exports, Maryland Port Administration (MPA) Executive Director James J. White added, "Our portfolio just got better."

"We are delighted to be involved in a partnership of two very highly-regarded entities in their respective industries, BMW and WWL," White said. "BMW is one of the world's top auto manufacturers and WWL is second to none as a global shipping and logistics company. As the top auto-handling port in the nation, we look forward to watching this relationship grow and succeed."

Fitzgerald thanked the State of Maryland for its "focus on international trade," and White noted that BMW's presence "solidifies about 200 jobs in the state, with 40 right here on the dock."

The 40 guests at the opening event got to admire a display of 14 BMW automobiles, including the i8, BMW's new plug-in hybrid sports car. The i8 will enter the U.S. market in autumn 2014.

Also during the ceremony, BMW demonstrated how seriously the company takes corporate citizenship by presenting 15 patrol bicycles to the Baltimore Police Force. 🌐



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 Chairman of the Baltimore Port Alliance, WWL's Michael S. Derby.

📍 Vice Chairman of the Baltimore Port Alliance, McAllister Towing's Capt. Mike Reagoso.



BPA Leadership Looks For Fresh Ideas

Alliance's New Chair and Vice Chair Seek to 'Continue Momentum'

BY TODD KARPOVICH
Photography by Kathy Bergren Smith



s the new chairman of the Baltimore Port Alliance (BPA), Michael S. Derby wants to maintain the group's rich tradition while infusing new ideas.

Derby, who is also General Manager for Wallenius Wilhelmsen Logistics' East Coast Operations and Environmental Affairs, took over the

BPA helm earlier this year from Paul Kelly, who finished his two-year term as chairman in the spring.

"The Baltimore Port Alliance, and its predecessor the Private Sector Port Coalition, have had many years of success being a conduit for the local maritime community," Derby said. "A primary goal as chairman is to continue that momentum by supporting the existing high-functioning committees within the BPA that focus on education, environment and government affairs. In addition, I would like to see both existing

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and new BPA members look inside their respective organizations for people who can contribute fresh ideas into the maritime community."

Derby added, "There is a plenitude of opportunities both within the BPA as well as the many maritime-related clubs for the next generation of port advocates to volunteer their expertise and perspective for the benefit of the Port of Baltimore and the surrounding communities."

"There is a plenitude of opportunities both within the BPA as well as the many maritime-related clubs for the next generation of port advocates to volunteer their expertise and perspective for the benefit of the Port of Baltimore and the surrounding communities."



Capt. Mike Reagoso, Vice President of McAllister Towing, is the BPA's new vice chairman. Reagoso previously served as head of the BPA Environmental Committee, a role now assumed by Rupert Denney, who heads the Baltimore branch of Dutch-based C. Steinweg Inc. and is a former BPA chair.

Reagoso said his task is to support Derby "in accomplishing his visions as the leader of the group and keeping Baltimore a strong and diversified port." He added, "I view this as a learning experience for when I become chair, so that I can be an effective leader of the group. As chair of the Environmental Committee, I had a specific focus, and now it is time for me to focus on the

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broader aspects of issues that affect the Port and its longevity going forward."

One of the biggest challenges facing the Port is addressing regulatory proposals at the state and federal levels. As the BPA identifies these issues, Derby said the goal is to bring together the pertinent regulating bodies and the impacted companies to clarify issues and discuss strategies for complying in a way that is least disruptive to port business.

For example, the BPA Environmental Committee organized a seminar in the spring on the new Maryland Department of the Environment (MDE) General Permit for Stormwater Discharges Associated with Industrial Activities. This session included a discussion on mitigation options that may satisfy the permit's restoration requirement. The seminar also addressed how commercial property owners might be able to reduce their municipal stormwater fee by implementing onsite or offsite stormwater improvement projects. Representatives from the MDE, Baltimore City and surrounding counties participated in the event.

Derby said the group will continue to promote any initiatives that help maritime business.

"Much of what goes on at the Port behind the various fence lines goes unseen by the public," Derby noted. "Whether it has to do with environmental issues, labor issues or job creation, the Port's story is not always easy to see from the outside, and often people are left with only perceptions. Oftentimes, these perceptions are far different from the reality, and the BPA can help tell the story more fully."

Kelly, who is also the past chairman of the Maryland Motor Truck Association, plans to stay active with the BPA. He credited his predecessor as BPA chairman, Capt. Eric Nielsen, President of the Association of Maryland Pilots, with helping to strengthen the organization, which meets on the third Friday of each month (except for July and August).

"The last couple of years, I've been blessed with active, dedicated Executive Steering Committee members, and would like to thank all of them for their support," Kelly said. "To follow someone like Eric Nielsen was a tough, tough job. I believe in the maritime industry and I've tried to support it in all of my (career)." 🌐

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BY TODD KARPOVICH | Photography Courtesy of Studio Z

125 Years as a Global Spice Leader McCormick Relies on Port to Play Vital Role in Distribution Process

When Willoughby McCormick founded McCormick and Co. in 1889, he came up with the slogan, "Make the best, someone will buy it."

That mantra set the foundation for McCormick's commitment to excellence and has sustained the company for 125 years.

McCormick has long been a valuable partner to the Port of Baltimore, using the Port's strategic location to ship spices around the world and create a global brand. That teamwork also has helped keep McCormick as one of the most vibrant firms in the entire world.

"Over the company's 125-year history, we have also given employees a participative role in the business,



which has fostered a spirit of teamwork that has helped grow our business from the inside out," McCormick spokesman Jim Lynn said. "McCormick employees bring a passion for flavor to work every day that allows us to be more customer-focused and continue to grow as an industry leader."

Willoughby McCormick started his company when he was just 25 years old. The daily operations began in a Baltimore row house where he employed three people. Since then, McCormick has grown into a worldwide business with more than 10,000 employees. The company sells products in more than 125 countries.

McCormick's consumer reach has expanded greatly over the past 125 years. In the 1950s, the average U.S. household had about 10 spices in the cupboard. Now,

With a Distribution Center in Belcamp, Md., McCormick & Co. serves nine of the top 10 multi-national food manufacturers and eight of the top 10 global foodservice restaurants.

Healthy Input

McCormick's development process incorporates consumer test panels and other elements of customer feedback, such as focus groups. That's one reason why McCormick's portfolio has an ever-expanding number of products that are low or no salt.

McCormick inspires consumers to make healthy choices by helping make food taste better and healthier with the inclusion of spices and herbs.

The company's support of the McCormick Science Institute also funds independent research at colleges and universities examining the link between culinary spices and a healthy diet and wellness. The theory is that using spices and herbs to flavor a meal makes it enjoyable and sustainable for people to eat more of the right foods (vegetables, fruits and whole grains).

McCormick works hard to keep up with the latest trends in the spice market. The annual McCormick Flavor Forecast offers a look at the tastes that will likely be connecting people and cultures around the world and driving culinary innovation in years to come. People are creating more colorful and diverse tables than ever before, according to the 2014 Flavor Forecast.

"We are seeing growing influences from regions around the globe, including chilies, and Mexican- and Brazilian-inspired flavors, and anticipate that the market for flavor will only continue to grow as consumers expand their palates to include new, bolder flavors," Lynn said.

McCormick also develops products based on the latest trends. For example, a 2008 Flavor Forecast noted a growing desire for alcohol-infused flavors in cuisine. Based on this information, the company introduced its popular Brown Sugar and Bourbon marinade to its Grill Mates line. 🌐

Social Responsibility

While expanding the business, McCormick has remained conscientious with its commitment to energy efficiency and sustainable agriculture.

In 2013, the company published the McCormick Corporate Social Responsibility review, which can be found at the corporate website. The review shares recent achievements and outlines long-term goals for reducing electricity and water use, creating a more sustainable supply chain and supporting the communities where McCormick products are grown.

The company has been recognized as one of Maryland's largest supporters of solar power and one of *Newsweek* magazine's "Top Ten Greenest Companies in the U.S. in 2014."

McCormick's outreach also stretches to philanthropic efforts.

"We have a broad charitable program that impacts communities around the world where we operate," Lynn said. "Our Charity Day program dates back to 1941 and has provided millions of dollars in donations to charities globally. In the program, employees donate pay from overtime hours that is matched by the company and given to local charities."

The McCormick Unsung Heroes program has a nearly 75-year history of recognizing Baltimore area high school student-athletes with \$70,000 in college scholarships annually. In addition, the company donates a total of \$40,000 annually to organizations where McCormick employees volunteer.

"In its 125th anniversary year, the company is also collecting flavor stories from people worldwide about how flavor both unites and defines people across the globe," Lynn said. "For every story shared on any of McCormick's brand websites or social channels, McCormick will donate \$1 — up to \$1.25 million — to United Way to help feed those in need." 🌐



households have an average of 40 spice blends on hand.

"People are also much more adventuresome in what they will eat and are exploring new cuisines and flavors that weren't consumed in the past," Lynn said.

McCormick has leveraged these emerging flavor trends to develop new products and acquire leading flavor brands in the U.S., such as Lawry's, Old Bay Seasoning, Zatarain's and Kitchen Basics. McCormick has also acquired brands outside the U.S. to grow the business globally, including Club House, Ducros, Aeroplane, Keen and Billy Bee.

Over the course of a year, McCormick initiates numerous opportunities to connect with the global network of flavor experts. To complement this strategy, the primary

gathering is centered on the annual McCormick Flavor Forecast summit, when innovators look over the horizon at what might be the next, best flavor sensations.

Because the company's innovators come from around the globe, they bring distinctive perspectives and experiences to help shape the flavors that will impact global markets.

McCormick also uses its location in the U.S. mid-Atlantic region as an advantage. Lynn said the company's partnership with the Port has enabled the company to positively impact costs and service levels while effectively supporting McCormick's world-class Safe Quality Food Level 3-certified manufacturing and spice mill operations.

"The Port of Baltimore was the first port to build such a sustainable coalition with a unified mission to

McCormick At a Glance:

- 10,000 employees globally; 2,400 in Maryland
- McCormick supplies customers from 50 locations in 24 countries
- McCormick products are sold in more than 125 countries and territories
- McCormick works with nine of the top 10 multi-national food manufacturers and nine of the top 10 global foodservice restaurants
- Sales for 2013 were \$4.12 billion



www.mccormickcorporation.com



In 2011, McCormick's Maryland Distribution Center became the first commercial building in the state (and one of the largest in the U.S.) to achieve zero electricity consumption by incorporating efficiency upgrades and solar panels. McCormick & Co. was recognized by Newsweek's 2014 Green Rankings as a top 10 U.S. Company for corporate sustainability and environmental performance.

service the customer," Lynn said.

The long-term presence in Maryland has allowed McCormick to forge numerous relationships with other business entities. At the Port, these include the Maryland Port Administration (MPA), Baltimore Port Alliance (BPA), Shippers & Importers Council (SIC), Federal Agency Quality Work Group (FQWA), Quality Container Handling Action Team (QCHAT), Mediterranean Shipping Company (MSC), Evergreen Line (EVG), International Longshoremen's Association (ILA) and OST Trucking.

Tim Brotzman, McCormick Shared Services Import Operations Manager and a 30-year veteran of Port involvement, has lauded the Port for helping the company with logistical challenges.

"There was a huge effort launched with the help of Mary Jane Norris, this year's recipient of the Port's Woman of the Year, that McCormick played a major role in," Brotzman said. "The testing of spices varied from port to port. McCormick's Corporate Regulatory Department asked the MPA to try to get uniformity — primarily between New York and Baltimore. The review was conducted under the auspices of the American Spice Trade Association. A joint meeting was held with Senator Barbara Mikulski, and she pushed for common standards that leveled the playing field." 🌐

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EXPORT LUMBER COMPANY

Logs Many Miles

BY BLAISE WILLIG

MATSON

“Whether you call us tomorrow, next year, or a generation from now, Matson will be here – providing customers with the world’s best hardwood lumber and logs.”

- Robert D. Matson's pledge to customers

When it comes to moving “the world’s best hardwood lumber and logs,” Matson Lumber has roots firmly planted at the Port of Baltimore.

Red Oak. White Oak. Cherry. Poplar. Ash. Soft and Hard Maple. Matson fills five 40-foot containers per day with multiple lumber species of various thicknesses and grades.

But one thing that never varies from container to container is the excellence of the Matson product. The company has cultivated an international reputation for superior quality, thanks in large part to a combination of modern kiln-drying facilities, access to nearly 27,000 acres of first-rate northern timberland and a customized grading system. And since the company controls every step of the process – from cutting the timber right on through to shipping the logs or lumber – Matson likes to say that it is able to handle each job “from start to finish.”

“We’ve been exporting for a long time, and we have a history of quality,” explained Doug Zimmerman, Assistant Sales Manager for the Brookville, PA-based company.

A ninth-generation, family-owned company, Matson Lumber was formed more than two centuries ago and has twice earned Pennsylvania’s Governor’s Export Award in the Agriculture group.

The company currently exports more than 50 percent of its lumber, using the Port of Baltimore exclusively while shipping containers to over 25 countries. It’s no wonder, then, that Zimmerman lists the company’s access to the Port as one of the advantages of Matson Lumber’s >>>



- John Matson was one of the first residents of Jefferson County, PA, and built the first sawmill there in 1804.
- In the 1890s, R.M. Matson chose Brookville, PA, site of the company's current headquarters, to construct one of the first band saw mills in the country.
- R.M. Matson's grandson, Robert Matson, worked with his father George in the mill as a teenager, and started his own company after serving in World War II.
- A majority of the company's nearly 27,000 acres of timberland is located near the Allegheny National Forest.
- The high-yield, premium lumber is ideally suited for furniture, flooring, cabinets, doors, molding and more.
- More than 100 employees work out of three facilities, all located in northwestern Pennsylvania.
- The company motto, “From Start to Finish,” relates to Matson's continuous involvement with its product from growing, sawing, drying and storing to marketing, packaging and shipping northern hardwoods.
- The Company's management policies promote sustained timber growth and environmental stewardship.

www.matsonlumber.com



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mid-Atlantic location. "It's convenient, with swift movement in and out," he said.

According to Traffic Coordinator Cathy Silvis, "We have three trucks that are leased to us that we use every day to go to the Port [Matson Transport], and we also use Royal Service Transport out of Baltimore for all our extra loads."

Evergreen and
Mediterranean
Shipping Company
vessels carry most of
the containers out of
the Port, with Casey
Overseas Corporation
handling all of
the bookings.

Silvis has worked at Matson Lumber for 32 years, starting out as a secretary at the yard and then spending a decade at a Mount Jewett-based plant that has since closed down. When she came to the main office, she started working on doing all of the documentation in-house instead of sending everything out to forwarders. "This has saved us a lot of time and money and made it so that we have more control over our documents and the time it takes for getting our payments," Silvis said.

Evergreen and Mediterranean Shipping Company vessels carry most of the containers out of the Port, with Casey Overseas Corporation handling all of the bookings.

Silvis noted that Maryland Port Administration (MPA) Regional Sales Manager Rick Pagley "is always there to help when I need it and to answer any and all of my questions."

Pagley, in turn, commented that Matson Lumber has been "a long-time supporter of the Port of Baltimore" and Silvis is "a true professional looking out for Matson's best interests with the logistics."

He added, "It has always been a pleasure working with Matson, finding the best way to get their containers to Baltimore. And I know that if Baltimore was not their best option, they would not be here." 🌐



Collaboration is Central to Dinisio's MAT Post

Team Leader at Terminal

BY MERRILL WITTY

PHOTOGRAPHY BY KATHY BERGREN SMITH

Colleen Dinisio, Baltimore born and raised, never knew too much about the local port growing up. Like many Marylanders, she had no need to drive past the towering cranes and gigantic container ships in her daily life.

But during high school in 1977, she was involved in a work-study program that required her to have a part-time job. "I had a relative at that time who was working for a steamship agency and asked if I'd be interested in working with the agency. Of course I accepted."

Dinisio was offered full-time employment upon graduation and remained with the agency until the mid-'80s, when she took time off to raise her son. She then joined the staff of a customs broker about 10 years later.

She came to work for Wilhelmsen Lines in 1999, stayed there through the company's merger with Wallenius, and then took a position with the Mid-Atlantic Terminal (MAT) when it was opened in 2001.

"MAT is the terminal operator for Wallenius Wilhelmsen Logistics as well as Eukor Car Carriers," said Dinisio, whose title is Terminal Administration Team Leader. "MAT oversees the receiving and delivery of cargo for each of the lines we service."

Dinisio added that the work at the terminal remains interesting because it is both "very rewarding and at times challenging."

"I personally enjoy the interaction with all the people, including the truck drivers, customers, ILA labor and MPA [Maryland >>>

“The challenge for any of us now is to collectively promote our Port and encourage new business into the Port, as well as retain current business by striving for total customer satisfaction.”



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Port Administration] personnel we deal with daily," she explained. "The challenge for any of us now is to collectively promote our Port and encourage new business into the Port, as well as retain current business by striving for total customer satisfaction."

Dinisio applauded the collaborative effort that has resulted in positive feedback at the Port. "I have been very fortunate to have worked with some shippers that normally would not have shipped through this facility; however, we were able to work with the MPA as well as the labor to ensure the shipments came through here."

She added, "Collectively as a port, we all need to strive to be the facility that goes beyond customer expectations. ... Some of my personal joy is hearing from a truck driver or customer that they actually are happy to be delivering here at our facility instead of another facility in a different port."

Dinisio has enjoyed tapping into the knowledge of colleagues at the Port who have a vast amount of experience in the shipping business. "I still am able to learn something new every day I show up to work," she said. "I never thought I would know anything about hydraulics, much less how helpful they are when lifting or maneuvering cargo. Growing up in the city, I never dreamed I'd work with so much farm equipment, and certainly never thought I would be able to identify road-building and construction machinery and understand what specific function these units are capable of."

On a personal level, Dinisio noted, "I have forged many longtime friendships, which I value deeply."

According to Dinisio, one of her downfalls is, "I've always been directionally impaired. However, I know so many different ways to give directions to 'Dundock' marine terminals to the drivers when they call, it even amazes me!" 🌐

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Port Welcomes Bahri's Newest Multipurpose Vessels

The Bahri *Yanbu*, the last of six multipurpose vessels contracted in 2011 to be built for the shipping company by Hyundai MIPO of South Korea, recently arrived at the Port of Baltimore with project, breakbulk, roll-on/roll-off (ro/ro) and general container cargo.

Delivered in April, the Bahri *Yanbu* specializes in general cargo with a size of 26,000 Deadweight Tonnage (DWT) and is also well-suited for project and ro/ro cargoes.

The six new Bahri vessels are all sister vessels, which means they all have the same ramp capacity of 250 metric tons (MT) and self-sustaining cranes with a 240MT capacity. The ramp height is 6.8 meters.

While the new ships have a smaller DWT capacity than those they've replaced, they feature better utilization of space and are more fuel-efficient.

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From left, Captain Aco Dapcic, Port Captain Shabbia Ahmed, MPA Regional Sales Manager Rick Pagley and Bahri's Charles Atkinson.

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STORY BY KATHY BERGREN SMITH

Fort Figures in Wartime Security Training

The Port of Baltimore celebrated the bicentennial of the Star-Spangled Banner in September 2014. Fort McHenry was a focal point of activities, since it is best known as the birthplace of the National Anthem. Operated by the National Park Service since 1933, visitors can walk the fortifications and see a flag similar to the one Francis Scott Key spied after the War of 1812 Battle of Baltimore.

The fort, however, also played an interesting role during World War II. The U. S. Coast Guard was ordered to provide security to the coastal ports, including Baltimore, where

shipyards were working around the clock building and repairing ships for the war effort. Fort McHenry became a training station for the Coast Guard. Portions of the fort were closed to the public and temporary structures erected. Servicemen undertook an intensive 30-day course in port security. A damaged Liberty Ship was tied up along the sea wall and what would be today called "anti-terror" exercises were performed. A portion of the course was also devoted to firefighting.

It was at Fort McHenry that some 28,000 Coast Guardsmen got their homeland security training before the war's end.



The above photograph is provided courtesy of the Baltimore Museum of Industry and is part of the museum's BGE collection. Visit the Baltimore Museum of Industry at 1415 Key Highway on the south side of the Inner Harbor; check out their website at www.thebmi.org; or call 410-727-4808. The museum is open Tuesday through Sunday, 10 a.m.-4 p.m.

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